

selling price can be determined based on the actual state of order. As a result, unlike the conventional technique where the selling prices are determined by estimating the total order quantities, the risk of either the purchaser or the supplier suffering a loss when the estimation goes wrong can be avoided. Since the price becomes less expensive for an earlier order, the orders are likely to be placed earlier, and thus the supplier can confirm the production quantity at an early stage.

According to the method for determining the selling price of the present invention, a delivery-date-basis base price menu of a product is sent from the order-receiving center terminal to a buyer terminal of an intending purchaser interested in that product. The delivery-date-basis base price menu includes a plurality of base prices for respective delivery dates set for the product. The base price of each delivery date is determined based on the period from the present time point to the delivery date and the so-far accepted total order quantity for that delivery date. Thus, the intending purchaser can refer to the delivery-date-basis base price menu to select a delivery date with a lower price (i.e., delivery date with a large order quantity) while the supplier can expect mass order quantity.

According to the method for determining the selling price of the invention, when the order-receiving center terminal receives an estimation request for a particular

product, a particular order quantity and a particular delivery date from a purchaser terminal, it estimates a selling price based on the standard selling price of the product, the so-far accepted total order quantity for the
5 desired delivery date including the quantity made by this order and a period from the present time point to the delivery date, and sends the results to the buyer terminal. Since the order quantity placed by the intending purchaser is counted upon this estimation, a price closer to the final
10 selling price can be presented to the intending purchaser.

BRIEF DESCRIPTION OF THE DRAWINGS

Figure 1 is a block diagram showing an example of the present invention;

15 Figure 2 is a diagram showing an exemplary price scheme;

Figure 3 is a diagram showing an example of a configuration of the memory device 28;

20 Figure 4 is a diagram showing an exemplary data of an order information memory 285;

Figure 5 is a flowchart showing an exemplary process of operations according to the example;

Figure 6 is an image showing an example of a delivery-data-basis base price menu;

25 Figure 7 is an image showing an initial state of the delivery-data-basis base price menu;

Figure 8 is an image showing a state where the purchaser has input an order quantity into the delivery-data-basis base price menu shown in Figure 7;

Figure 9 is an image showing the delivery-data-basis base price menu after the order has been placed as shown in Figure 8;

Figure 10 is a flowchart showing an example of the operation by a final price determining means 25;

Figure 11 is diagrams showing states of price fluctuating according to timing and quantity of order; and

Figure 12 is an image showing that the reset prices can be confirmed on the screen.

DETAILED DESCRIPTION OF THE INVENTION

Hereinafter, an embodiment of the present invention will be described in detail with reference to the drawings.

Figure 1 is a block diagram showing an example of the present invention, which includes a buyer terminal 10, an order-receiving center terminal 20, a product supplier terminal 30 and a network 40 such as the Internet for connecting them.

The product supplier terminal 30 is an information processing device such as a personal computer, which is provided with a product information sending means 31, a price scheme sending means 32, a schedule information sending means 33, an order information receiving means 34, an input unit 35 such as a keyboard, a display unit 36 such as an LCD display